*"Our Service Supports Your Success"*

NEW MEXICO
GENERAL SERVICES DEPARTMENT

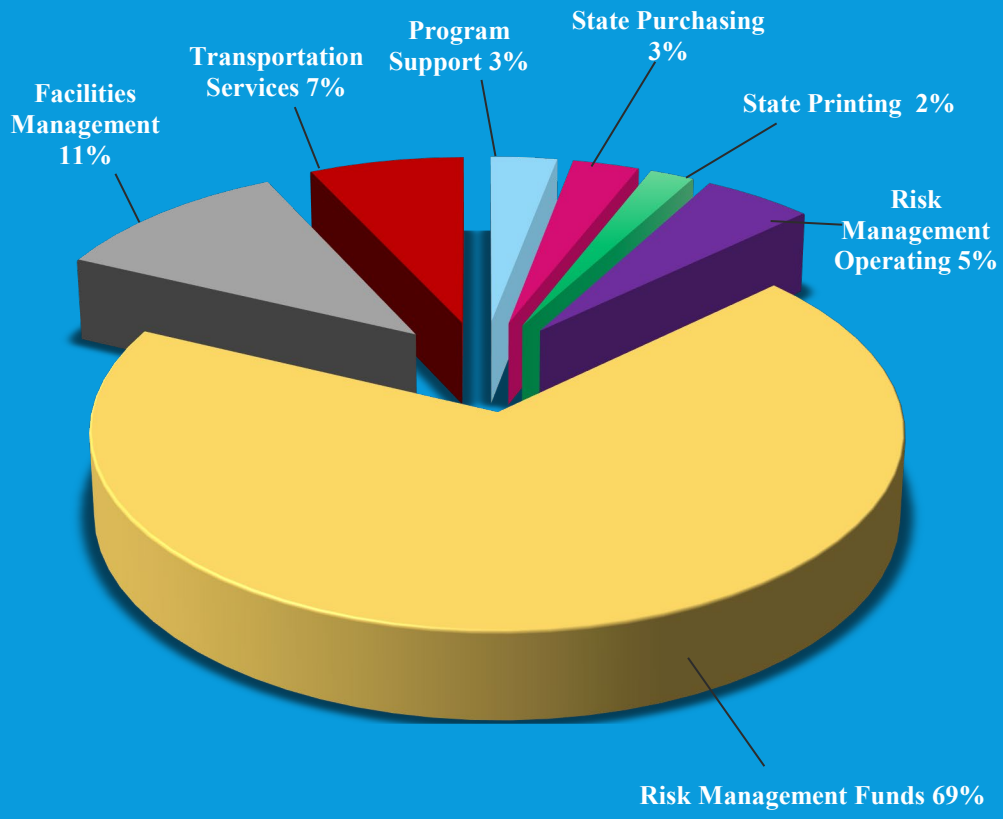
ANNA SILVA
CABINET SECRETARY
NOVEMBER 19, 2026

**Legislative Finance Committee**

**FY 28 Budget Presentation**

# FUNDS AND BUDGET REQUEST FOR FY28

| Program Code | Revenue Stream | General Fund | Enterprise Fund | Total |
|---|---|---|---|---|
| P598 | Program Support | $ | $ 8,727.8 | $ 8,727.8 |
| P604 | State Purchasing | $ | $ 7,943.6 | $ 7,943.6 |
| P605 | State Printing | $ | $ 4,204.1 | $ 4,204.1 |
| P606 | Risk Management Operating | $ | $ 12,403.8 | $ 12,403.8 |
| P799 | Risk Management Funds | $ | $ 181,944.2 | $ 181,944.2 |
| P608 | Facilities Management | $ 28,729.7 | $ 1,000.0 | $ 29,729.7 |
| P609 | Transportation Services | $ 1,348.3 | $ 17,234.1 | $ 18,582.4 |
| | Total General Fund Request | $ 30,078.0 | | |
| **Total Budget Request for FY28** | | | | **$ 263,535.6** |




% of GSD Budget Request

# GSD DIFFERENCES AS REFLECTED BETWEEN FY27 OPERATING BUDGET AND FY28 AGENCY REQUEST

| Agency Rollup | | | | |
|---|---|---|---|---|
| **Category Name** | **Category Number** | **FY27 Operating Budget** | **FY28 Agency Request** | **Difference Between FY27 Operating Budget and FY28 Agency Request** |
| Personal Services & Employee Benefits | 200 | 36,397.5 | 43,551.6 | 7,154.1 |
| Contractual Services | 300 | 2,824.6 | 2,042.9 | -781.7 |
| Other | 400 | 22,951.0 | 27,269.1 | 4,318.1 |
| Other Financing Uses | 500 | 7,479.7 | 8,727.8 | 1,248.1 |
| P-799 Risk Funds | Risk Funds | 162,293.6 | 181,944.2 | 19,650.6 |
| **Total** | | **231,946.4** | **263,535.6** | **31,589.2** |

## FY28 Agency Request Highlights

- 19.6% Increase in Personal Services & Employee Benefits to fully fund underfunded and unfunded positions. The budget request in this category aligns with current operational requirements.
- Reduced vacancy rate over FY26 into FY27
  - August, 2025 vacancy rate: 19%
  - November, 2026 vacancy rate: 7.8%
- $5,089.8 from state general fund to fund personnel salaries and benefits for the Facilities Management Division (FMD).
- Requested increase of $19,650.6 in the Risk Funds Program to ensure sufficient funding for increased attorney services and claims costs.

# P-604 STATE PURCHASING DIVISION

| Category Name | Category Number | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
|---|---|---|---|---|
| Personal Services &Employee Benefits | 200 | 3,590.8 | 4,368.7 | 777.9 |
| Contractual Services | 300 | 20.5 | 17.7 | -2.8 |
| Other | 400 | 408.0 | 472.9 | 64.9 |
| Other Financing Uses | 500 | 2,351.3 | 3,084.3 | 733.0 |
| Total | | 6,370.6 | 7,943.6 | 1,573.0 |

- The top priority for State Purchasing is to update the Procurement Code.
- State Purchasing has implemented mandatory monthly Chief Procurement Officer (CPO) training for on-going education and information regarding being a CPO for an executive agency.
- State Purchasing is moving to a new e-procurement system. From Jagger to Euna/Bonfire. This new platform will allow agencies to submit directly on-line and have access to all procurement for transparency.
- Implementation of a vendor training program to support vendor community in conducting business with the state.

# P-605 STATE PRINTING

| Category Name | Category Number | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
|---|---|---|---|---|
| Personal Services &Employee Benefits | 200 | 640.4 | 683.7 | 43.3 |
| Contractual Services | 300 | 125.0 | 133.3 | 8.3 |
| Other | 400 | 2,916.2 | 3,274.6 | 358.4 |
| Other Financing Uses | 500 | 100.0 | 112.5 | 12.5 |
| Total | | 3,781.6 | 4,204.1 | 422.5 |

- FY26 YE revenue increased by $1,275,174 or 52%, as compared to FY24 YE. Average growth rate for a medium size printing company is 3.5%. Highest revenue for State Printing on record.
- FY26 YE Revenue @ $588K above Revenue, or 16% Net Income per Net Income Statement. Average margin for a medium size print shop is 4%.
- State Printing ranked #2 in Revenue / Employee (an efficiency metric) in a nationwide survey by In-Plant Impressions Magazine (Graphics Arts Magazine specifically for the in-plant printing industry)

| | In-plant | Sales ($) | Employees | Sales ($) Per Employee |
|---|---|---|---|---|
| 1 | Encompass Health | 11,000,000 | 14 | 785,714 |
| 2 | State of New Mexico | 3,059,133 | 4.5 | 679,807 |
| 3 | City and County of San Francisco | 11,104,404 | 18 | 616,911 |
| 4 | Geisinger | 15,000,000 | 27 | 555,556 |
| 5 | State of Colorado | 30,173,380 | 62 | 486,667 |

New Equipment (FY26)

- 1 new state of the art digital color presses
- Shrinkwrap machine for high speed shrinkwrapping

# RISK MANAGEMENT DIVISION

## Fund Health




| Program | *$ M Assets – Cash Balance | Estimated Outstanding Losses*$M | Projected Financial Position |
|---|---|---|---|
| Workers Compensation | $ 54,600.0 | $ 53,253.1 | $ 1,346.9 |
| Public Liability | $ 2,600.0 | $ 395,369.1 | $ (392,769.1) |
| Surety Bond | $ 100.0 | $ 3.5 | $ 96.5 |
| Public Property | $ 11,900.0 | $ 6,091.1 | $ 5,808.9 |
| Unemployment | $ 11,300.0 | $ 5,259.2 | $ 6,040.8 |
| Total | $ 80,500.0 | $ 459,976.0 | $ (379,476.0) |

## Claims Paid in FY26

| Agency | # Settled in FY26 |
|---|---|
| UNM /UNMH | 49 |
| NMCD | 35 |
| CYFD | 19 |
| NMDOT | 245 |
| DPS | 50 |
| All Others | 95 |
| Total | 493 |

| Type | #Settled FY26 | Paid in FY26 |
|---|---|---|
| Civil Rights | 100 | $11,659,834 |
| General Liability | 348 | $7,426,325 |
| Medical Malpractice | 30 | $13,207,193 |
| Other | 15 | $29,820,000 |
| Total | 493 | $62,113,352 |

**Loss Trends:** Chart below reflects the number of claims filed by claim type by fiscal year:

| CLAIM FREQUENCY | | | | | | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | | | | | | | |
| Liability Coverage | FY13 | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 | Average | Total | Percentage |
| General Liability (21) | 520 | 536 | 503 | 602 | 629 | 760 | 780 | 845 | 512 | 633 | 1245 | 1118 | 1036 | 979 | 764 | 10698 | 52% |
| Law Enforcement (22) | 50 | 63 | 30 | 30 | 49 | 40 | 41 | 71 | 59 | 29 | 27 | 23 | 28 | 25 | 40 | 565 | 3% |
| Med Mal (23) | 134 | 157 | 97 | 129 | 143 | 168 | 145 | 149 | 162 | 186 | 105 | 100 | 156 | 209 | 145 | 2040 | 10% |
| Civil Rights (24) | 248 | 248 | 222 | 257 | 278 | 332 | 331 | 415 | 530 | 639 | 566 | 531 | 629 | 784 | 429 | 6010 | 29% |
| Automobile Liability-3rd Party (35) | 96 | 109 | 92 | 110 | 106 | 109 | 111 | 65 | 44 | 31 | 65 | 80 | 59 | 90 | 83 | 1167 | 6% |
| Railroad Liability (38) | 11 | 9 | 9 | 4 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 5 | 1 | 3 | 44 | <1% |
| Property Coverage | FY13 | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 | Average | Total | Percentage |
| Railroad Property (40) | 2 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | <1% |
| Automobile PD-1st Party (41) | 244 | 332 | 211 | 194 | 172 | 187 | 167 | 164 | 201 | 309 | 258 | 303 | 241 | 333 | 237 | 3316 | 64% |
| Aircraft Hull (45) | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | <1% |
| Crime (51) | 1 | 0 | 0 | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 3 | <1% |
| Property (71) | 98 | 165 | 125 | 136 | 128 | 105 | 148 | 100 | 111 | 145 | 129 | 152 | 140 | 146 | 131 | 1828 | 36% |
| Artwork (80) | 4 | 3 | 0 | 1 | 0 | 6 | 1 | 2 | 1 | 1 | 3 | 3 | 2 | 6 | 2 | 33 | <1% |
| Equipment Breakdown/Boiler (90) | 0 | 2 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 4 | <1% |
| | FY13 | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 | | | |
| Total ALL CLAIMS | 1408 | 1625 | 1290 | 1464 | 1505 | 1708 | 1725 | 1811 | 1620 | 1973 | 2398 | 2315 | 2296 | 2574 | | | |

# P-606 RISK MANAGEMENT
# P-799 RISK FUNDS

| P-606 Risk Management | | | | |
|---|---|---|---|---|
| Category Name | Category Number | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
| Personal Services &Employee Benefits | 200 | 6,589.9 | 6,521.5 | -68.4 |
| Contractual Services | 300 | 1,095.0 | 310.0 | -785.0 |
| Other | 400 | 575.3 | 565.7 | -9.6 |
| Other Financing Uses | 500 | 4,528.4 | 5,006.6 | 478.2 |
| Total | | 12,788.6 | 12,403.8 | -384.8 |

| P-799 Risk Funds | | | |
|---|---|---|---|
| Fund | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
| Public Liability | 112,000.0 | 129,874.2 | 17,874.2 |
| Surety Bond | 44.0 | 50.0 | 6.0 |
| Public Property | 16,859.4 | 17,563.5 | 704.1 |
| LPB Unemployment | 1,590.0 | 2,090.0 | 500.0 |
| Workers Comp. | 23,700.2 | 24,266.5 | 566.3 |
| State Unemployment | 8,100.0 | 8,100.0 | 0.0 |
| Total | 162,293.6 | 181,944.2 | 19,650.6 |

- 200 category: requested decrease is due to worker's compensation bureau positions no longer utilized in Risk Management Program.
- 300 category: requested decrease is due to IT contractual services for development of new Risk Management Information System appropriation in FY27 only.

| FY | Appropriation Amount |
|---|---|
| 2023 | $ 137,731,200.00 |
| 2024 | $ 126,357,500.00 |
| 2025 | $ 148,646,950.00 |
| 2026 | $ 230,811,000.00 |
| Total | $ 643,546,650.00 |

Executive Office Building






Mora County Courthouse



Literacy Center



Presbyterian church

# P-608 FACILITIES MANAGEMENT DIVISION

| P-608 Facilities Management | | | | |
|---|---|---|---|---|
| Category Name | Category Number | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
| Personal Services &Employee Benefits | 200 | 16,118.7 | 20,094.9 | 3,976.2 |
| Contractual Services | 300 | 730.3 | 730.3 | 0.0 |
| Other | 400 | 6,994.3 | 8,904.5 | 1,910.2 |
| Other Financing Uses | 500 | 0.0 | 0.0 | 0.0 |
| Total | | 23,843.3 | 29,729.7 | 5,886.4 |

# P-609 TRANSPORTATION SERVICES

| P-609 Transportation Services | | | | |
|---|---|---|---|---|
| Category Name | Category Number | FY27 Operating Budget | FY28 Agency Request | Difference Between FY27 Operating Budget and FY28 Agency Request |
| Personal Services &Employee Benefits | 200 | 3,743.6 | 4,636.0 | 892.4 |
| Contractual Services | 300 | 189.5 | 84.0 | -105.5 |
| Other | 400 | 11,319.5 | 13,338.0 | 2,018.5 |
| Other Financing Uses | 500 | 500.0 | 524.4 | 24.4 |
| Total | | 15,752.6 | 18,582.4 | 2,829.8 |

- ***State Centralized Fleet Authority*** – Current fleet consists of 2,191 vehicles. TSD checks 30,946 driving records weekly, 884 drivers have been suspended from 7/1/2025 to 10/30/2026; total 10,726 students attended defensive driving during same time frame; total accidents = 489; # of totaled vehicles = 22.
- Increases in fuel and maintenance; **Motor Pool** increase in property insurance; vehicle 3rd party leases; increase IT systems transition to new fleet management info system; with additional $500k for new vehicles for vehicle replacement program.
- ASB – Two aircraft; 2022 King Air 260 and 2006 King Air C90. Scheduled flights NMSBVI @ 75 flights/3 hours per flight represents 225 flight hours. Children's Medical Services 73 flights = 219 flight hours resulting in a total of 444 scheduled flight hours.
- TSD is expanding to New Mexico State University to establish a short-term fleet facility to service the southern part of the state.

# QUESTIONS

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